



Testimony of Mr. Jon Sorber
Michigan Movers Association & TWO MEN AND A TRUCK
Senate Bill 266

OFFICERS 2007

President
JEFF PALMER
Warren

Vice President
TIMOTHY SEE
Ann Arbor

Secretary
DAVID MORSE
Belleville

Treasurer
JOHNNA GOODWIN
Waterford

Immediate Past President
MICHAEL CORRIGAN
Farmington Hills

DIRECTORS

ANDREW ANDROFF
Walled Lake

JAMES CALLAN
Stevensville

CHRIS CALDWELL
Lansing

STEVE DENOYER
Traverse City

GLENN EDGETT
Lansing

ELAINE HARRIS
Tawas City

ROGER H. JENSEN
Escanaba

WAYNE KARCHNER
Belleville

BLANE LAGERMAN
Potoskey

DAVID NICKLESEN
Lansing

JOHN NOSEDA
St. Clair Shores

WILLIAM POWELL
Grand Rapids

ION SORBER
Lansing

WILLIAM SOWLE, JR.
Mt. Pleasant

DONALD TREANOR
Pontiac

HERB TROUTNER
Port Huron

KENNETH WOODWORTH
Jackson

Executive Manager
DONNELLY K. EURICH

Good morning Mr. Chairman and members of the Committee, thank you for the opportunity to speak before you about Senate Bill 266. My name is Jon Sorber and I represent TWO MEN AND A TRUCK in Lansing and Grand Rapids, and, I serve on the Board of Directors of the Michigan Movers Association, which represents the interests of more than 200 professional movers in Michigan.

The Michigan Movers Association supports Senate Bill 266 and we hope you will report it favorably out of Committee.

The Movers Association has worked with Senator Garcia and other industry professionals including the Michigan Public Service Commission (MPSC) to develop the language for Senate Bill 266.

We feel the changes made in Senate Bill 266 are important to our industry and even more important to our customers, citizens of the State of Michigan.

This bill brings all moving companies, including local movers, under the umbrella of MPSC regulation, which allows the MPSC to oversee and pursue rogue movers, which harm consumers and give our industry a bad reputation. At the same time, there will be eased entry requirements for all new household goods entrants. Issuance of operating authorities to new movers will be based on safety and fitness criteria. No longer will existing carriers be able to prevent new competition based on protection standards first enacted in the 1930's.

Regulation is also eased in the area of rates, as the bill brings pricing flexibility to all local moves, broadly defined as shipments of 40 miles or less, up from an eight mile radius around cities in the current law. This expanded area reflects the reality of our larger metropolitan areas of today. Rates on these local moves may be established by movers on an hourly or other basis, passing on the benefits of additional rate flexibility, presently prohibited, to consumers.

There are other beneficial changes in this bill. Shipments for non-profits organizations and houses of worship have been exempted from the scope of regulation, allowing moving companies to donate such services for the first time. A standard is put in place similar to the federal rules for the liability of loss and damage claims, and the processing of those claims.

As you can see, Senate Bill 266 makes important changes and updates to the regulation of the moving industry in Michigan. We feel these regulation help protect consumers and improve the moving industry in Michigan.

Thank you again for your time and consideration.